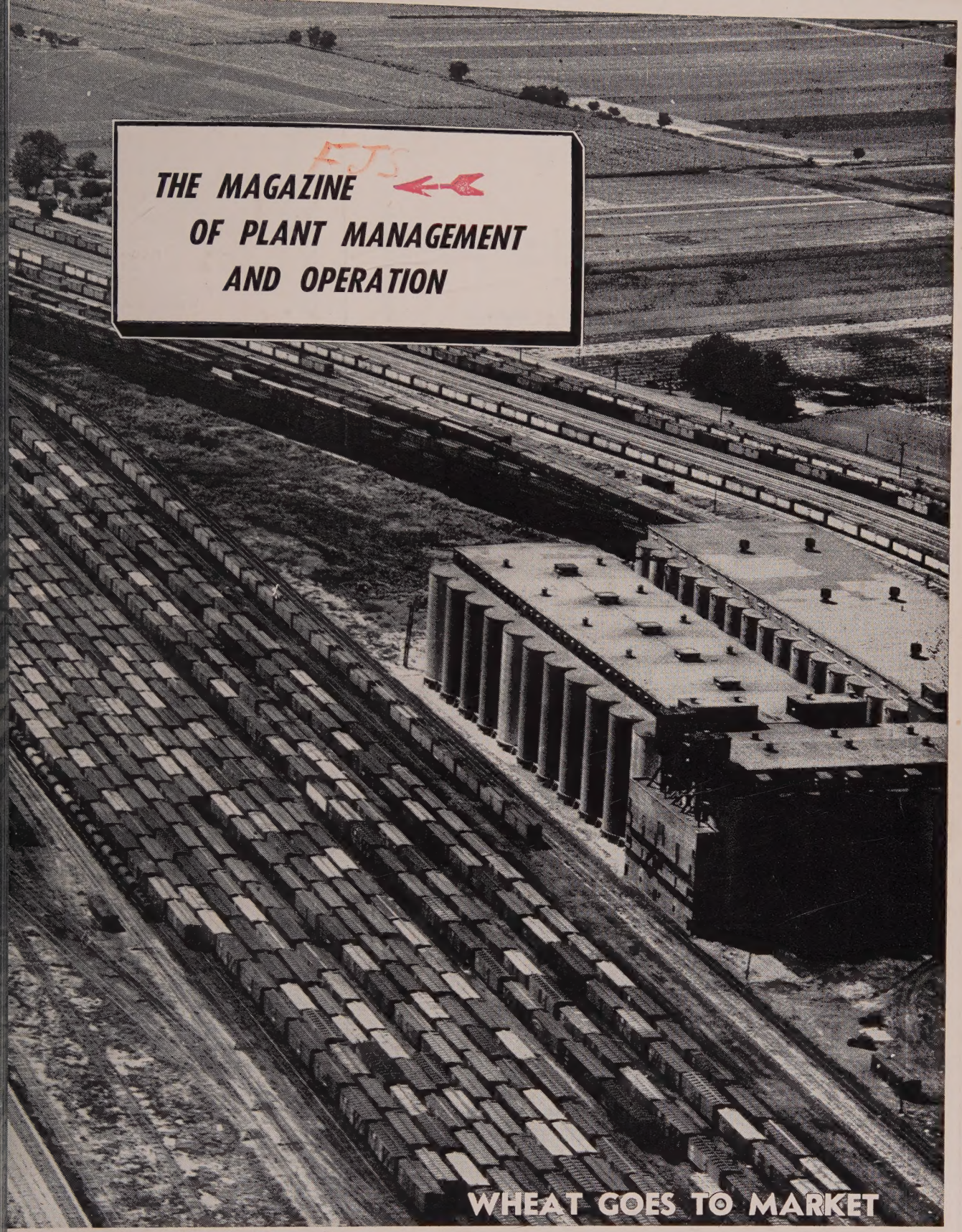


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SOGES CHAPTER MEETING DATES

1st TUESDAY—Minnesota SOGES Chapter. Smith Champlin, Archer-Daniels-Midland Co., Minneapolis, President; James Auld, Hales & Hunter Co., St. Louis Park, Secretary.

2nd TUESDAY — Omaha-Council Bluffs SOGES Chapter. Charles F. Walker, Archer-Daniels-Midland Co., Council Bluffs, President; John T. Goetzinger, Rosenbaum Brothers, Omaha, Secretary.

2nd FRIDAY — Central States SOGES Chapter. M. M. Darling, Acme-Evans Co., Indianapolis, President; N. R. Adkins, Purina Mills, Lafayette, Ind., Secretary.

3rd TUESDAY — Kansas City SOGES Chapter. Claude Darbe, Simonds-Shields-Theis Grain Co., President; Orrin E. Kinman, Cargill, Inc., Secretary.

3rd TUESDAY — Chicago Soges Chapter. Leonard Danielson, Arcady Farms Milling Co., President; Lincoln Scott, Corn Products Refining Co., Argo, Secretary.

Man Engineering



By CHARLES T. WINTERS, Superintendent,

Public Grain Elevator, New Orleans

How many men have you built? How many men have you broken? In the answer to that question lies the measure of your ability as a man engineer.

But what is a man engineer and why should you, grain elevator and processing plant superintendents, be concerned about man engineering?

The construction engineer builds bridges and skyscrapers. The stationary engineer supervises the activities of mechanical devices. The man engineer differs from these in that he builds men and supervises the activities of men.

Man Always Supervised

A knowledge of construction and stationary engineering may be acquired in schools throughout the land. But there isn't a school in all the world which includes in its curriculum a course in man engineering. And that's a pity, because never before in history has there been a greater need for human understanding and the building of better men—in our grain handling and processing industry as well as in industry as a whole.

Ever since the beginning of organized human effort men have been supervising the work of other men, yet there is less human understanding between supervision and labor today than there was in the beginning. Today there is more conflict and friction and struggle and disagreement between management and labor than ever before.

Why?

I asked myself that question and diligently searched for the answer. While doing so I heard a story about a horse. That story sums up rather neatly the conclusions at which I finally arrived.

Story Expresses Idea

The horse was owned by a fellow named Si Martin who runs a farm down in North Louisiana and does a bit of horse-trading on the side. One day Si traded the horse to a stranger who had no knowledge of Si's shady reputation as a horse-trader.

The following day the stranger was back at Si's place. Going up to the sty where Si was busily slopping pigs, he leaned both arms atop the fence rail and drawled, "Si when I got home last night I unhitched that horse, took the harness off, turned him loose and he walked right smack into the side of my barn. That horse is blind!"

Are you a man engineer? Have you ever thought about your leadership abilities? Or are your abilities concerned too much with your "know how" around machines or with making money behave? The Carnegie Institute of Technology in a statistical report on the achievement of supervisory management states that 13 per cent of any success is due to the technical knowledge of the business while 87 per cent is entirely dependent upon management's skill in building better human relationships.

Do you, like other intelligence-heavy firms, hire efficiency experts who become TIP-TOP management and know fewer than ten men in your firm; or have you adopted the philosophy of William A. Patterson, President, United Air Lines, that "Good human relations is just good business, but it begins—at the top".

Perhaps your rationalization begins with . . . "But my job is just too big to permit me to circulate among my plants every day and talk with every Tom, Dick and Harry . . . " If so, you've forgotten that Charlie Schwab got to be a rather big man, a fairly important figure in the steel business—and he MADE time to spend on the job with his subordinates.

If you haven't thought about man engineering, think about it. There was a time when supervisory management like you had the chance to wield a baton just as effectively as a symphony conductor does his at a concert. Unfortunately, some chose a club or a whip instead and have been treated to the ignominious spectacle of having self-seeking individuals among the audience move in and set themselves up as the leaders of the men.

Si looked up with a pained expression and said, "Blind. Why that horse can't be blind. 'Course, I've knowed him to do things like that afore but I never did dream that horse was blind. No, sir. I always figured the trouble with that horse was that he just didn't give a damn."

It may be unfair to supervisory management to compare it with a horse which was either blind or didn't give a damn, but I am nevertheless convinced that somewhere in between those two extremes lies the real reason management has been forced to surrender many of its prerogatives over labor to outside labor organizations. There have been scores of explanations of the reasons for that surrender but I have yet to hear anyone ascribe those reasons to what I believe to be the true explanation—

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namely, a woeful lack of human understanding and an urgent need for man engineering on the part of management.

Tip-Top Management Missing A Bet

I know of an organization composed of nearly a thousand individuals. Some time ago, on the recommendation of a nationally known firm of so-called efficiency experts, that organization established a staff of five men to formulate policies.

Every time the personnel manager of that organization, who, incidentally, is not a member of the five-man staff, refers to that staff he uses the term "top management" and it's an apt description, because it IS top management—tip-top management—so far on top it's almost out of sight of the other 995 members of the organization.

The policies which have since been formulated by that five-man staff have all been, so far as I know, good policies, with one rather important omission, no policy has ever been formulated for improving human relationships within the organization. One wonders if the efficiency experts failed to advise the organization as to the effect the lack of such a policy would have on efficiency. One wonders if they even noticed that that whole outfit is shot through with jealousy and hatred and distrust.

At any rate there isn't one of the members of that five man staff who is personally acquainted with as many as 50 of the thousand employees. Not one of them have even a nodding acquaintance with good personnel psychology. And that's not a healthy position for any management group to be in.

Leaders Used in Labor Union

On the other hand I know of a labor union with a membership of 1800. The head of that union doesn't refer to himself as top anything. He recognizes the bad psychology of calling yourself top something or other. So he calls himself a leader. He knows, like the greatest despot, the most tyrannous dictator who ever lived—Adolph Hitler—knew, that it's good psychology to call yourself—and have others refer to and think of you as a leader.

That leader knows well 95 per cent of the members of that union and they all know him. He circulates among them—on the job—every day. They're his kind of people. He understands them—they understand him. That labor leader is diligently building a better relationship between his union and its members. And that's not a healthy position for any management group to be placed in, either.

As superintendents and assistants, some of you may be working under the type of tip-top management I have just described. Many of you have had to match wits with that kind of a labor leader. Those of you who have had to contend with a combination of both have my heartfelt sympathy. You have been struggling against hopeless odds.

Why? Because the Carnegie Institute of Technology released statistics a while back which prove rather conclusively that 13 per cent of whatever success supervisory management achieves is due to the technical knowledge of the business in which it is engaged, while 87 per cent is entirely dependent upon its skill in building better human relationships.

Now, let's tack that down so we can all have a good look at it.

Need Man Engineering Skill

According to the Carnegie Institute of Technology you may know all there is to know about the technical operation of a plant. You may even know as much about mixing grain as some of those elevator superintendents know who ship grain to us at New Orleans—mixed down to a cat's whisker. But even if you do, even if you're the slickest operator in the business, only 13 per cent of your success will be attributable to that technical knowledge, while 87 per cent will depend on your skill and ability as a man engineer.

So you see, this matter of man engineering and its byproduct, better human relationships, is a pretty important matter indeed, especially important to technicians like grain elevator and processing plant superintendents.

William A. Pattersen, President, United Air Lines, recognizes its importance. He said not so long ago, "Good human relations is just good business, but it begins—at the top." Carlyle once remarked, "A great man shows his greatness by the way he handles men."

Build Better Men

Industry's task then is to build better men; to improve its human relationships within itself. How should industry approach that task?

Go out on the street in front of any hotel and say to the first man who comes along, "Follow me!" That stranger will either ignore you entirely; tell you to go plumb to hell, or call a policeman and have you locked up for a psycho. Surely you will not find a single rational man who will follow you without knowing who you are or what you want.

But change your tactics. Go up to that stranger, introduce yourself, tell him who you are, win his confidence, impress him with the knowledge that by following you he will find security, profit or contentment, or any of the creature comforts we are all seeking in this life, and the chances are ninety-nine in a hundred you will have made yourself a loyal follower—that is providing he doesn't find out in the meanwhile that you're a son of a bishop.

Are You a Son of a Bishop?

Recently an old friend of mine who has been a life-long hide-bound Republican with antagonism in his heart for all Democrats and a particular antipathy for New Dealers, moved from a certain Northern city to New Orleans. The old man's hearing is badly impaired but he has a daughter who acts as a sort of interpreter—or perhaps you would call her a loud speaker—for him, whenever visitors call.

In New Orleans practically all of the voting population are Democrats among whom are to be found a liberal sprinkling of so-called New Dealers.

Shortly after the old man arrived in New Orleans he and his daughter began attending a Methodist church where they eventually became acquainted with the bishop.

The old bishop took a liking to the girl, saw in her a good match for his marriageable son, and so sent the son a-calling.

No sooner had he laid eyes on the boy when my deaf old friend, recognizing him as a potential suitor for his daughter's hand, began asking some rather character-probing questions. One of the first questions was, "What's your politics, young man?" And the unsuspecting young fellow replied, "I'm a New Dealer, sir."

"What!" the old man shouted to his daughter, "a New Dealer? Get him out of here! I want no New Dealers hanging around you! Get him out!"

The daughter, hoping to smooth over an embarrassing situation, put her lips close to her father's ear and whispered, "But father, he's a son of the bishop."

"You're durn right he is, daughter," the old man replied. "They all are."

When men do not know you, when you and they are little more than strangers to each other, who is to blame them if they classify you, mistakenly or otherwise, as sons of bishops?

And so we come to the primary rule—the fundamental principle in man engineering: "Know your men and make sure they know you."

Take Time to Know Men

I know that many of you who head large organizations consider your jobs much too big to permit you to circulate about your plants each day improving relationships with your subordinates. You just don't get time for such contacts. But Charlie Schwab's job wasn't too big; he MADE the time to spend on the job with his subordinates—and Charlie Schwab got to be a rather big man, a fairly important figure in the steel business.

Napoleon Bonaparte headed one of the greatest armies in history; came close to conquering the civilized world—men gave their lives at his command. Why? Because Napoleon was one of the greatest man engineers who ever lived, and he attained that

status largely through the religious practice of Rule No. 1 in man engineering—"He knew his men and he made sure they knew him."

Napoleon not only knew his men but he trusted and had faith in them and they trusted and had faith in him, and because of that trust and faith and confidence and mutual respect, the general and his men, working together as an invincible team, achieved military miracles.

When you get back home look into the eyes of your dog and if you have treated him well you will find there trust and faith and confidence and respect. And if you are lucky enough to find those things shining in that dog's eyes, know that you are looking at the components of principle No. 2 in the science of man engineering. Then go forth and cultivate those virtues in your daily contacts with your subordinates—there is no straighter road to better human relationships.

Give Subordinate Confidence

But don't ever forget that in order to win the confidence of a subordinate you must first give him yours. That worker, if he is handled properly, will be every bit as interested in your business as you are. He will want to know what is going on. He will want to know about company policies, objectives, financial conditions and plans for the future. Particularly is he concerned over the effect those things will have on his own future circumstances—and you, his boss, are best qualified to see that he gets that type of information—and gets it straight —straight from you.

As his boss you are also best qualified to correct his mistakes and intelligently reprimand him for his errors, and if you bring intelligence and human understanding to those tasks you will not fail to recognize the individuality of your subordinates. You will come to know as surely as you know you are you that each of those people presents a problem all his own—a problem peculiar to himself. You will come to realize at last the utter worthlessness of those form letters and personnel directives which are periodically issued by top management everywhere. You will learn the danger of handling men like cow pokes handle cattle—cutting out the weaklings, heading back the strays, urging on the laggards with curses and shouts and quirt and lariat. Perceiving that danger you will recognize the need of changing your supervisory technique from a driver of the driven to a leader of men.

Conductor Is a Leader

At the next opportunity attend the opening of a symphony concert and fix your eyes upon the conductor. He deserves your attention because he has a lesson he can teach you.

As he stands before you, baton poised to sound the opening note of his first rendition, he has come to a mile-stone in his career.

His task has been an arduous one. He has taken fifty or a hundred or 200 or more individuals, each with a different personality. Each playing a different instrument which he learned to play under the tutelage of a different instructor.

The conductor has worked hard and patiently with each of those musicians in order to weld them into a team, a unit from which he hopes to extract harmonious music.

Now as he stands before you his task is far from finished. Because now he faces the supreme test—his audience.

The baton rises in signal. The first note of the concert is sounded. But does the conductor come down from his place and let the orchestra carry on? Oh, no! He stands there and conducts and directs and leads his men straight through to the last note of the last number.

Then, in the midst of applause, he turns and smiles and bows and is happy to receive the gratitude and appreciation of his listeners for a job well done. Not only for himself is he happy to receive that applause, however, but his happiness wraps itself about and covers like a mantle every individual in his orchestra. Why? Because he knows that the credit for the actual music belongs to the musicians while the only credit he is entitled to is the credit which is the due of all leaders of men.

Management Lost Chance

There was a time when supervisory management like you and I had the chance to wield a baton just as effectively as the symphony orchestra conductor. Unfortunately, some of us chose a club or a whip instead.

As a result we have since been treated to the ignominious spectacle of having individuals among our audience move in on us and set themselves up as leaders of our men.

Man engineering offers the possibility of regaining that lost leadership. So I commend it to you, but with a warning: knowledge of the principles of man engineering may be kept in the head—its practice must come from the heart.

"Dad" Clark Dies

Fought Hard and Long for High Standards, Ethics, and Practices

Charles Schmucker Clark, founder and publisher of the Grain Dealers Journal and its successor, the Grain and Feed Journals Consolidated, died June 16 at the age of eighty-three. Mr. Clark suffered a second stroke on March 8, but had been a sufferer from diabetes for years.

He was born in Wilton Junction, Iowa in 1864. He attended Gettysburg College which had been founded by his maternal ancestors and later graduated from the University of Iowa.

During an early period of time spent in Washington he became disgusted with the bureaucratic government and was an inveterate foe for the rest of his life.

After editing the American Miller and the American Elevator and Grain Trade for several years, in July 1898 he established the Grain Dealers Journal, and at the same time took an active part in the organization of the Grain Dealers National Association, of which he was secretary for several years. In addition he helped organize the Grain Dealers National Mutual Fire Insurance Company with headquarters in Indianapolis, which he headed as President and until his death as Chairman of the Board. He also established the Association of Operative Millers and most of the many state grain dealers associations.

He was active in promoting the Uniform Grades Congress that preceded the Federal Grain Standards Act, achieving desired uniformity in grading at all markets. Under the urging of Mr. Clark, arbitration rules and trade rules were drafted and made effective by the Grain Dealers National Association—the first known industry to settle its own disputes.

Mr. Clark had been secretary of the Chicago Trade Press Association, was a member of the Chicago Athletic Association, the Union League Club and the Beverly Country Club.

He is survived by his widow, Mrs. Myrtle Dean Clark; a daughter, Mrs. Laura Clark Westcott of Fort Lauderdale, Fla.; a son Dean M. Clark of Chicago, and a sister, Sabie Strong, residing in California.

GERMAN SAFETY AND TRAINING STUDY AVAILABLE

German-developed safety appliances and research on problems of industrial accident prevention, efficiency and physiology are of considerable interest to American industrialists, according to a report now on sale by the OTS, Department of Commerce.

Use of slave labor forced a great increase in research, especially on problems of monotony, fatigue and work pace, however many valuable research findings were never applied in industry. Although the Germans were painstaking and thorough in safety research, they seemed to the investigators surprisingly slow in utilizing good ideas.

Except in the field of respiratory protection, personal protective equipment is much less used than in this country. Unlike American practice, German safety regulations emphasize protection of machines rather than the direct protection of personnel. The investigators attributed this difference to less concern over workers' injuries as well as more extensive self-protection training given to apprentices.

Lessons in Floor-Sweeping

Even lessons in floor-sweeping are given as part of the German apprentice's safety training. When the apprentive completes his training he is already acquainted with the safety practices of his trade and does not require the same safety supervision as an American worker, whose training is often limited to the operation of a few specialized machines. Consequently, when a German worker fails to use available safety devices, it is assumed that he knowingly risks the dangers involved.

Most machine guards are made by the operating plants themselves and vary widely in design and efficiency. Limited use is made of automatic feeds for punch presses or other machines. One good principle required by law is the special guarding of grinding wheels.

The Germans developed a rapid means of measuring the amount of oxygen in air. The method is based on reduction of methylene blue in an alkaline solution of sodium hyposulfite followed by reöxidation in the air to be checked. The amount of oxygen is determined by noting the temperature of the solution and the time required for completion of the reaction according to a standard time-temperature chart.

Might Predict Explosions?

A German instrument to detect flammable gases and vapors consists of a specially treated wire filament enclosed in a round cell constructed of wire gauze to prevent flash back and a small storage battery used to heat the filament. Changes in glow intensity of the heated filament indicate the approximate amount of any combustible gas present.

The report [PB-6364: "Industrial Safety in Germany;" microfilm, $2; photo-stat, $11; 154 pages, including photographs, drawings, and tables; dated November 1945] also contains formulas and methods of preparing various chemical indicators, as well as military and government specifications for materials, equipment and safety operations. Orders for the report should be addressed to the Office of Technical Services, Department of Commerce, Washington 25, D. C., and should be accompanied by check or money order, payable to the Treasurer of the United States.

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FEED MANUFACTURERS PLAN INCREASING BUSINESS

Board Chairman Riford opened the convention with a talk in which he declared that the program of shipping grain to destitute countries abroad will mean increased food costs in the U. S. and could mean decreased domestic supplies of meat, milk and eggs. He said "the average American citizen is not fully aware of the price he must pay for this export program, and of what the ultimate effect may be upon his family and its standard of living."

While emphasizing that he was not criticizing the government's export policy, Riford pointed out that "a wise policy, unwisely administered, may create as much havoc as if the policy itself were unwise. The strain on our domestic economy has been needlessly intensified by changing propaganda, inconsistent statements, and erratic methods of government purchase," he said.

In procuring grains for export the government purchased at such an excessive rate of speed that grain and feed prices were forced upward, jeopardizing future production of meat, milk and eggs in this country, Riford explained, adding that recent price declines are evidence that it was the method, rather than the policy, that caused the artificial market.

"These wild market advances developed the jitters among poultry and livestock producers," he said. "Laying flocks were heavily reduced, chick and turkey poult orders were cancelled, bred sows were sent to market, and dairymen were frustrated."

Riford declared that the feed manufacturing industry is such an essential part of American livestock and poultry production that "it would not seem presumptuous to say it speaks not only for an important segment of our industrial economy, but that it also speaks in the interest of millions of producers of meat, milk and eggs, and in behalf of the national welfare."

Discloses Service Program

A highlight of the convention program was President Berger's talk announcing the establishment of an Agricultural Service Division within the AFMA, and launching the feed manufacturing industry on an intensified post-war program of service to agriculture.

The long-range program is keynoted by the idea that by helping American livestock and poultry feeders increase their profits, the industry will prosper accordingly.

"The prosperity of the feed manufacturing industry is totally dependent upon the prosperity of the livestock and poultry feeder," Berger declared. "That is why our whole program is based on service to the feeder which will help him produce meat, milk and eggs at a greater profit. When he makes more money, he will buy more manufactured feeds."

Berger added: "When we say 'service to agriculture' we mean real service and coöperation—not promotion. Good will is not something you buy through paid advertising. It is something you earn through service and coöperation. You get good will only by doing good."

The AFMA's Agricultural Service Division will handle dissemination to farmers and feeders of accurate information on proper management, breeding, sanitation, and feeding, the AFMA president explained. The division also would promote coöperation between the feed manufacturing industry and colleges, extensions, and all other agencies which also are working for more profitable livestock and poultry production.

Berger said the division would gather its information from reliable farm, education and industry sources, processing it so that it can be easily and clearly understood, and communicating it to feeders and all interested groups through the media of press and radio, printed literature, and motion pictures. The program represents an expansion and intensification of many of the association's activities by providing the facilities necessary to increase the final effect of the information.

Malmberg and Human Relations

A. O. Malmberg, director of public relations for the Doughnut Corporation of America, told the convention that industrial morale can be built only through attention to human relations.

"Win your men or you will lose them," he said. "Analyze your men as to social or abstract intelligence and treat them differently. Regard the creative imagination of your total payroll as your industrial acre of diamonds. Train and develop your future leadership now."

Flack and Economic Forecasts

Gene Flack, sales counsel and director of advertising for Sunshine Biscuits, Inc., said he had interviewed and analyzed the forecasts of ten outstanding economists, seeking the positive items on which the economists agree.

"If we are to maintain our present high level of employment and income and prevent a depression, we must sell the entire output of American industry," he said. "My survey findings indicate a good possibilty that we can do it."

The 14 favorable points of agreement were:

1. National income is still 165 billion dollars a year.

2. We now have the highest per capita purchasing power in our history.

3. The national income has a deeper and broader distribution, reaching down to the "have nots."

4. The demand for services and particularly for durable goods remains unfilled.

5. Population has increased 8% since pre-war.

6. Between 1940 and 1950 the nation will total 15,000,000 new families, with resultant need for goods and services.

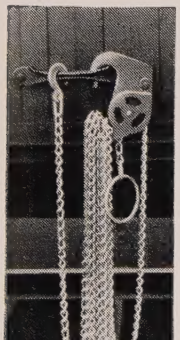
7. Fifty-eight million are employed, 11,000,000 over pre-war.

8. The banking structure never was so strong. It is incapable of collapse.

9. Inventories are still compara-

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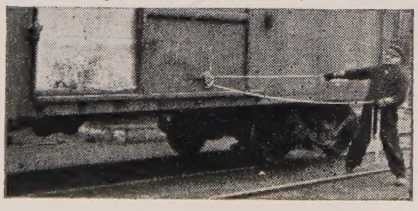
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tively small; there is no comparison with inventories after World War I.

10. Credit is abundant.

11. Orders for industrial equipment are at high levels.

12. Exports will not shrink and are today five times pre-war.

13. Some prices will decline, where costs of raw materials, wages, and profits will permit.

14. There is an enormous need for public works, which provides a backlog in event of any recession.

Alexander and Management's Blindness

C. D. Alexander, manager of the Indianapolis plant of the Bemis Bro. Bag Co., discussed "Management's Blind Spot," which he said was "the blindness that prevents seeing eye to eye between management and labor."

In the last 15 years laws restricting the activities of employers caused most employers to withdraw into their shells, breaking off the old friendly relationships between employer and the employee, he explained. Then came the rise of "the professional entrepreneur of labor—the middleman, or so-called 'Labor Leader.' And, by many new laws, those same men have been given almost unlimited power—millions of union members, hundreds of millions of dollars, to spend and use freely without check or balance.

"This rise has been accompanied by a widening gap between labor and management until it has now become a schism and the employee has been taught by these entrepreneurs that employee interest is not the same as management, but is contrary and opposed to management; that what is good for management is bad for labor—that what is good for labor is bad for management."

Alexander said that subconsciously, those who look to the employer as an employer, also look to him as a leader and in more than simply the narrow field of wages, hours, and working conditions.

"Employers are looked to for leadership. They may lead, they may mislead, or they may default," he said. "You as an employer have the position of leader. So you must do just that—lead, mislead, or default. You cannot avoid it.

"Too many have defaulted. They have acute blindness," Alexander declared.

Robertson and Poultry Nutrition

Dr. E. I. Robertson, professor of poultry husbandry, Cornell University, praised the feed industry and pointed to the need for further coöperation between the colleges and the feed manufacturers.

"The growth of the poultry feed business is a tribute to the feed industry," he said. "Poultrymen have found that they can turn over to the feed man the responsibility for having their flocks well fed. As feed mixing becomes more complex, the poultryman has realized that feed mixing is a specialty; a specialty that is done best by one who has the 'know-how,' the equipment, and a source of supply which was so all-important during the war period. By its past record the feed industry deserves this confidence placed in it—that of looking after the nutrition of the poultry flocks of the nation.

"All too frequently, our extension work in poultry has been only with producers. Far more could be accomplished in a coöperative program or joint enterprise between the colleges and the feed industry. Such a joint responsibility, I believe, will add to the effectiveness of both organizations.

"The agricultural colleges develop and discover fundamentals through research; the feed industry, on the other hand, is usually more familiar with the application of these fundamentals. Together they can achieve tremendous progress in increasing productive performance of flocks. Consider the multiplicity of efforts of the college specialists that is possible with such a program. Think also of the unification of recommendations reaching the farmer."

Robertson cited, as a step in the right direction, the Cornell Nutrition Conference conducted last year for feed manufacturers, and six regional conferences held in New York state last January for feed dealers and distributors.

Catron on Swine Nutrition

Damon Catron, professor of animal husbandry at Iowa State College, told the convention that a profitable hog enterprise must return at least $130 for each $100 worth of feed fed, and that feed men can influence the swine producer's profit more than anyone except the farmer himself.

He pointed out that:

It requires 831 pounds of grain, 89 pounds of supplement, and five pounds of minerals to produce a 225-pound hog on alfalfa pasture.

The younger the pig the less feed (but BETTER feed) is required per 100 pounds of gain.

The nutritive content of feed, rather than the ingredients, is most important in evaluating swine rations, because ingredients vary greatly in nutritive value.

Proper feeding may not only influence the number of pigs farrowed per litter, but that it also affects the number of pigs weaned.

Catron said swine research at various agricultural experiment stations indicates there are three nutritionally critical periods requiring more highly fortified supplement or feed:

1. Gestation, especially in winter drylot.

2. Lactation, or the nursing period, especially in early spring drylot.

3. Young pigs up to 75 pounds, especially in drylot.

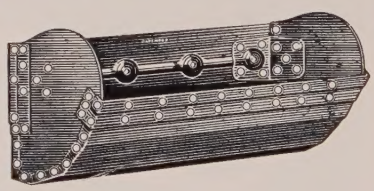
"The college needs the feed industry's help in getting better nutrition out on every farm," Catron declared. "Agricultural college research can find the nutritional facts (if given facilities and funds), but it lies in the hands of the feed manufacturer and the farmer himself to apply the facts."

More than 1,200 persons attended the 39th annual meeting of the American Feed Manufacturers Association at the Drake Hotel, Chicago, May 1, 2, 3, making it the biggest convention in the association's history.

The convention was preceded Apr. 30 by a meeting of the board of directors at which Lloyd S. Riford, Cayuga, N. Y., board chairman; Walter C. Berger, Des Moines, Ia., AFMA president; and all other association officers were reëlected, with the exception of Ralph M. Field, Chicago, secretary, who had indicated his desire to retire June 1.

W. E. Glennon, Elmhurst, Ill., who for two years has served as assistant to the president of the association, was elected secretary to succeed Mr. Field.

At the closing session of the convention the members of the association presented Field with a new De Soto automobile and a bound volume of letters from his scores of friends in the feed industry. The 70-year-old secretary is retiring after 28 years of service with the AFMA, 13 years of which he spent as its chief executive officer.



THE FACT STILL REMAINS
that
SUPERIOR ELEVATOR CUPS
are
MADE STRONGER
will
LAST LONGER
have
GREATER CAPACITY
and will operate more efficiently at less cost than other elevator cups.

"DP" - "OK" - "CC" - "V"

write to

K. I. WILLIS CORPORATION
MOLINE, ILLINOIS

for names of distributors and analysis form No. 20

Milling Technologists Elect Maas To Helm

Busy Year Prophesied On All Fronts

At the annual dinner and executive meeting of the International Institute of Milling Technology, held June 3 at the Hotel Nicollet in Minneapolis, several administrative changes for operations were discussed. Among the changes proposed were certain constitution amendments, streamlined standing committees and the possibility of publishing a membership director.

Edgar S. Miller, technical editor of the "American Miller and Processor," Kansas City, delivered the keynote address at the dinner. Speaking on "Tools or Robots?" Miller stated, "The president of an important and highly-successful institute devoted to research recently predicted that we, the people of the United States, will shortly be expending money at the rate of a billion dollars a year on research. Although it would be too much to expect every dollar, or even every million dollars of it to be individually productive, few who are unprejudiced will doubt very strongly that the results obtained from the entire expenditure will exceed the investment in value."

Russell B. Maas, Screw Conveyor Corp., Hammond, Ind., was selected president of the organization for the coming year. Other officers include: 1st vice-president, John L. Neenan, Allis-Chalmers Mfg. Co., Milwaukee; 2nd vice-president, Henry C. Watson, Alexander Brothers, Philadelphia; treasurer, Esli A. Marsh, St. Regis Paper Corp., Oswego, N. Y., and secretary, Dean M. Clark, publisher of "Grain," Chicago, Ill.

Selected as directors for three, two and one year terms respectively were: David P. Swan, Gruendler Crusher & Pulverizer Co., St. Louis; Joseph I. Chamberlain, Maple Leaf Milling Co., Ltd., Toronto, and Grover C. Meyer, Kansas City (Mo.) Power and Light Co., Kansas City.

STORAGE BIN SEAM RIPS

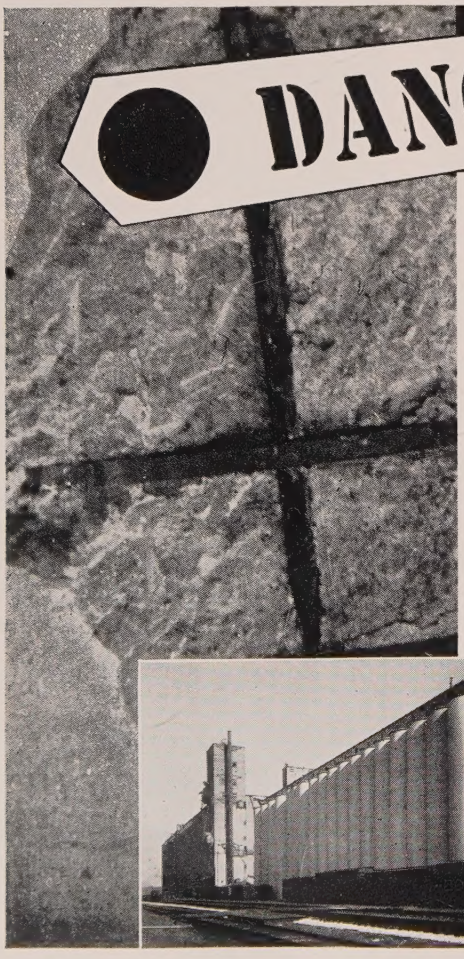
One of the 30 bins of the new-design four and a half million Unity Equity Elevator in Enid, Okla., burst a 30 foot seam with a resultant spill of 18,000 bushels of wheat.

OKLAHOMA ELEVATOR SOLD

The Alva Public Terminal Elevator Co., capacity, 1,500,000 bushels, one of the newest grain storage elevators in the southwest, was purchased by Flour Mills of America, Inc.

NEW $350,000 MILL

To house equipment for a special milling process designed to capture rice's natural vitamins and minerals, the Walton Rice Mill erected a $350,000 mill addition at Stuttgart, Ark.

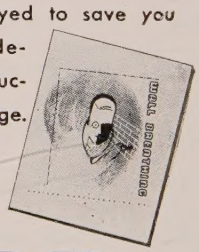


DANGER! These Spots Mean TROUBLE!

Cracking and spalling concrete reveals advanced deterioration. New fractures and erosions continually occur as wind, rain, heat, and cold relentlessly attack your structures.

If proper maintenance is neglected it means wasted dollars and profit losses. Deterioration will take its toll — grain will spoil, elevators and storage tanks will decay—and depreciation and costly reconstruction will consume thousands of dollars of accumulated capital.

Western's job is to prevent these tremendous losses and give your buildings new life and protection through expert, low cost remedial restoration and weatherproofing. Western's engineers, technicians, and materials are backed by 35 years of successful experience gained through the weatherproofing of hundreds of grain elevators. This specialized ability to save money and trouble for these hundreds of owners and operators can be profitably employed to save you countless dollars in depreciation, reconstruction, and grain spoilage.



Write today for "Wall Breathing"—a valuable booklet describing the causes of and remedies for concrete deterioration. Every elevator operator should read it!

WESTERN WATERPROOFING COMPANY

SYNDICATE TRUST BLDG. • ST. LOUIS 1, MO.

ARSON SUSPECTED IN FIRE

Nearly 20,000 bushels of grain were destroyed when the 60,000 bushel elevator at Garden City, Kan., owned by the Gano Grain Co., burned early July 4 under circumstances suggesting the possibility of arson. The elevator was one of the chain recently purchased by the Bunge Corporation of New York.

SECOND FIRE IN THREE YEARS

The second fire in three years destroyed the Gwinn Milling Co.'s flour mill at Columbus, Ohio. The section was being rebuilt after the 1945 blaze. The plant was partially equipped but much of the burned equipment was waiting to be installed. The feed mill and the headhouse of the elevator were slightly damaged. A spark in a micro-grinder caused an explosion which started the blaze. The loss is estimated at $600,000. The elevators contained 250,000 bushels of soybeans and 35,000 bushels of corn.

BUYS MORE STORAGE

J. C. Beaven, president of Standard Milling Co., Chicago, has announced the purchase of the Loudenville Milling Co., Loudenville, Ohio. Grain storage facilities at the plant are rated at 500,000 bushels and brings the total storage capacity of Standard Milling Co. up to 11,500,000 bushels.

FLOOD HALTS ELEVATOR OPERATIONS

The worst Mississippi flood since 1844 stopped operations at the Ralston-Purina's Checkerboard Elevator Co. elevator A at St. Louis on June 11. The plant is located only several hundred yards from the normal bank of the river and as the water started to rise, sandbags were placed near the railroad siding to stem the water. Sandbags placed around the elevator itself kept all but the seepage out which had to be drawn off by two electric and three gasoline pumps. Operations were resumed a week later.

ENID ELEVATOR CONTROL TO LATHROP

The controlling interest of the Enid Terminal Elevator Co., Enid, Okla., has been purchased by the Lathrop Grain Corporation, Kansas City. Sale price was approximately $600,000 for the property which includes the 2,000,000 bushel terminal elevator and country elevators at Copper and Cleo Springs, Okla. The three elevators are leased to the Uhlmann Grain Co., and for the present there will be no change in their operation.

STRATTON-THEIS NEW GRAIN FIRM

The Stratton-Theis Grain Co., jointly owned by the Stratton Grain Co., Milwaukee, and the Simonds-Shields-Theis Grain Co., Kansas City, opened for business on July 1 in St. Joseph, Mo. The new firm will operate the Union Terminal Elevator B in St. Joseph, which has a 2,000,000 bushel capacity.

PORTLAND FIRE LOSS NEAR $500,000

The Imperial Grain & Feed Co., near Portland, Ore., suffered a fire loss of nearly $500,000 when flames from the elevator and feed and seed plants also destroyed two hay houses and the freight depot of the Southern Pacific Railroad. All plant facilities were lost but the complete records of the company were saved.

BUNGE BUYS GANO ELEVATOR LINE

Bunge Corporation of New York has recently purchased the Gano Grain Co., Hutchinson, Kan., at an announced price of $5,000,000. Gano propertes include a 3,300,000 bushel terminal elevator at Hutchinson and 70 country elevators in Kansas, Oklahoma and Colorado, having a total capacity of nearly 2 million bushels. George E. Gano, president of the Gano Grain Corp., retains ownership of a 250,000 bushel elevator at Horace, Kan.

The Gano purchase is the third recent purchase in the United States by the Bunge Corporation.

PILLSBURY BUYS IOWA ELEVATOR

Pillsbury Mills, Inc., has purchased the Merchants Elevator, Davenport, Ia., which has a rated capacity of slightly more than 1,000,000 bushels. The elevator, formerly operated by the Victoria Elevator Co., Minneapolis, will be known as the Pillsbury Davenport Elevator and will be under the direction of the Clinton office of the Grain Division of Pillsbury.

No change is contemplated in the present elevator personnel. Frank Blodgett will continue as Superintendent with Lloyd Leach as his assistant. The elevator will continue to be used for the storage and merchandising of all grains.

TORONTO EXPANSION BOND ISSUE

A million-dollar bond issue is being sold by Toronto (Ont.) Elevators, Ltd., to finance property increases and plant developments, including a modern expeller mill for the processing of flax and soybeans. The company has enlarged its branches in Chatham and elsewhere in Ontario.

OGILVIE BUILDS NEW MILL

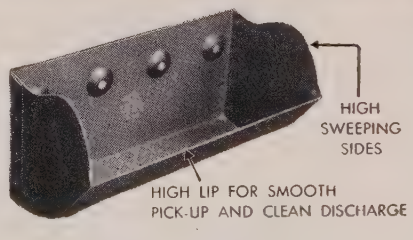
The Ogilvie Flour Mills Co., Ltd., has announced plans for a new mill to be constructed at Ramsey's Bend on the Welland Canal, one mile from Port Colborne. The elevator will have a capacity for 1,500,000 bushels and the production of flour is set at 2,200 barrels daily.

HAVE YOU EVER STUDIED *why* THE NU-HY BUCKET *Out-performs* CONVENTIONAL BUCKETS ?

Here are facts for you to consider



"Nu-Hy" Buckets are scientifically built. Their very shape permits closest possible spacing on belt with no lost area. The bottoms of the buckets conform to the top. The lip is also at the right height. In scooping up the grain, there is no banging or steam shovel attack. Grain is picked up with a steady rhythm. They pick up more, hold more, hence deliver more than any other type of bucket.



We can show you how to increase the capacity of your legs by filling in our Form No. 76. Write for it and bring your elevator legs up to their highest potential capacity.

Manufactured and sold under license in Canada by Sullivan Mill Equipment, Ltd., 637 Davenport Rd., Toronto, Ontario.

PATENTED

No idle space on belt when "Nu-Hy's" are installed.

Screw Conveyor Corporation
707 HOFFMAN ST. HAMMOND, IND.
ENGINEERS HAMMOND PRODUCTS MANUFACTURERS
TRADE MARK REG. U.S. PAT. OFFICE

SEARLE DONATES HISTORICAL COLLECTION

More than 1200 books on early Canadian history have been presented to the Manitoba Historical Society by A. L. Searle, president of the Searle Grain Co., Winnipeg. The library was collected by Ernest S. Parker, Winnipeg grain merchant, and includes many rare and valuable items. Mr. Searle, in presenting the library at Government House, said that he felt that the books should remain in the province as a record of the early days.

VIEW NEW GRAIN CARS

A group of Omaha grain men were recently taken through the Havelock, Neb., yards of the Burlington railroad to view the carrier's manufacture of 2,000 new grain cars. Production at this yard averages 18 cars per day.

PORTLAND ELEVATOR CHANGES NAME

The Globe Dock & Elevator Co., Portland, Ore., has changed its name to the Kerr Gifford Dock & Elevator Co. The elevator has a capacity of 325,000 bushels and the dock has an open storage pit for more than 400,000 bushels.

LOADING RULE CHANGED FOR SPEED

In order to speed the movement and prevent undue delays of railroad grain cars, the Interstate Commerce Commission has revised Order No. 244. The revised order clarifies the "prompt load" term. Under the provisions of the order a car must be placed for loading not later than 12 noon; must be loaded and billing instructions tendered on or before 10 a. m. the following business day, and carrier agents must be advised daily of the grain on hand that is available for shipment the following business day. An additional charge will penalize late shippers.

According to the revised order a "blocked elevator" is an elevator containing grain to at least 90 per cent of its rated capacity. In case one or more elevators are blocked, available cars will be distributed to the first elevator blocked and in consecutive order to the other blocked elevators until all are cleared.

COMPLETES ADDITION

To enable the Iowa Soya Co. of Redfield, Ia., to process more than its previous oil and meal production of the past, a 1,000,000 bu terminal elevator has been added costing $350,000.

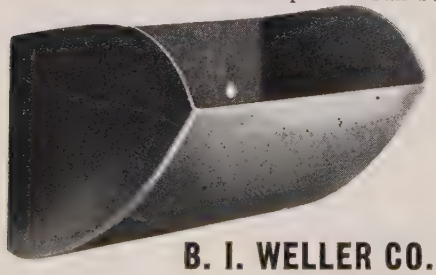


Scores (and we do mean scores) of elevator operators who have replaced old style buckets with the modern streamlined Calumet Cup say: "The elevator cup with the Logarithmic Curve is a WOW for increasing capacity, speeding up operation."

Because of the Logarithmic Curve design the

CALUMET SUPER CAPACITY ELEVATOR **CUP**

can be spaced closer on belt . . . speed of belt can be increased or decreased over wide range with satisfactory results . . . no "critical" speed. Can be operated efficiently over any sized pulley. Can be depended on for continuous flow of super capacity loads from outlet spout without backlegging.



Weller Pat. 1944932

B. I. WELLER CO.
327 S. La Salle Street
Chicago 4, Illinois

ASK YOUR JOBBER
Or send for capacity data sheet

FAVORS ST. LAWRENCE WATERWAY

I read GRAIN from cover to cover, including all the advertisements. The enjoyment I usually get from this pastime was rather disturbed by something I read in a recent issue. You had an article headed: "Unions Object to St. Lawrence Seaway", which gives a rather distorted and erroneous picture of this project. However, everyone is entitled to his or her own opinion and I am not objecting to this right of expression.



However, I am taking exception to the last paragraph of this short article, which says: "It goes without saying that grain handlers and processors almost universally are opposed to the expenditure."

Let me assure you that I am only one of hundreds associated with the grain trade who think that the development of the Great Lakes-St. Lawrence Deep Waterway would be one of the greatest forward steps in transportation that this continent could possibly undertake. We have had distractions by noisy groups endeavoring to make water run up hill, but in this particular instance there is an awful lot of that commodity running down to the sea which could carry on its undulating bosom the products of those who really want to work.

Let us do what we can to hasten the day when the great waterway will be available for use.—R. B. Pow, Reliance Grain Co., Ltd., Fort William.

GALVESTON SETS EXPORT RECORD

The port of Galveston set an all-time record for grain exports during the 1946-47 fiscal year ending June 30. This year's exports topped the previous high mark by more than 2,000,000 bushels. The former high was the 78 million bushels exported in 1921-22.

DR. E. A. BACK RETIRES

Dr. Ernest A. Back, well-known authority on the control of insect pests in stored products, retired from the USDA Bureau of Entomology and Plant Quarantine on June 30. Since July 1, 1907, except for a period of one and a half years, Dr. Back has been employed in entomological work.

Accessibility of Portable Extinguishers Is A "Must"

Insists Extinguisher Locations Should Be Checked Daily

Portable fire extinguishers should be placed where they are readily available—and where access to them is not likely to be cut off by fire.

When used to provide general protection for an area containing normal fire hazards, extinguishers should be so placed that at least one large or two small ones can be reached by traveling no more than 50 feet from any point in the area. Fewer extinguishers are required where the fire hazards are light, and more where they are severe.

Must Allow Safe Line of Retreat

When the extinguishers are used for safeguarding a specific fire hazard, they should be mounted near it, but not on or so close to the hazard that they will be involved if it catches fire. If the hazard is located in a relatively small room, it is good practice to mount the extinguishers either just inside or outside doorways leading into the room. Operators can easily get at extinguishers so placed and have a safe line of retreat in case of necessity.

Extinguishers may be mounted on columns or walls, with hangers, brackets or shelves as supports. The tops of easily handled units should not be more than 5 feet from the floor; with heavy units, this distance should not exceed 3½ feet.

Striped Column Helps Find

Extinguishers should be placed where they can be plainly seen. When they are wholly or partly concealed, their locations should be marked with conspicuous signs.

Nothing that might interfere with the accessibility of an extinguisher should be placed under or near it. All extinguisher locations should be checked at least once a day, and any obstructions found should be removed immediately.

AN OPTIMIST'S CREED

To be strong so that nothing can disturb my peace of mind.

To talk health, happiness and prosperity to every fellow I meet.

To make all my friends feel there is something to them.

To look at the sunny side of even the cloud and make my optimism come true.

To THINK only of the best, to WORK only for the best, and to EXPECT only the best.

To be enthusiastic—about my success and about the success of other people.

To try and forget my mistakes and to go onto something new and uplifting.

To wear a smile—and give it to every living creature I meet.

To give so much time in improving myself that I have no time to criticise others.

To be too big for worry, too noble for anger, too strong for fear and too happy to permit these to pass to others.—Heinz "57" Safety News.

ONE IN A TRILLION

The Robinson Seed Co., Waterloo, Nebr., owns an ear of corn with an odd number of kernel rows. It is probably the only known example of this rare occurrence in existence today.

PULMOSAN M-3
DUST RESPIRATOR

Easy breathing • Light
Comfortable • Safe

Effective in finest dusts. Fits any face. Inexpensive felt filters, easily changed. All parts replaceable. Dependable protection at low cost. Try an M-3. Get details and prices.



PULMOSAN SAFETY EQUIPMENT CORP.

176 Johnson St. Brooklyn 1, N. Y. | 1213 Pine St. St. Louis, Mo. | 325 W. Clinch Ave. Knoxville, Tenn.

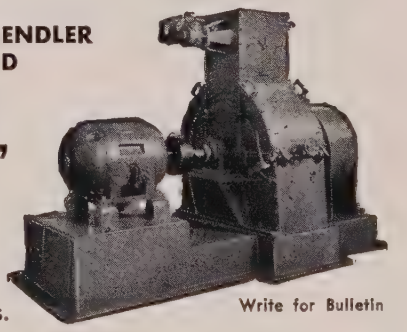
For Cooler and More Uniform FINE GRINDING Together with Large Capacity . . .

Look to the **GRUENDLER SLOW SPEED**

"PEERLESS ARISTOCRAT"

FINE GRINDER

. . . Has the new type Screen Lock for fast screen changes.



Write for Bulletin

The new and improved patented features of the "ARISTOCRAT", so outstanding, have won the approval of the Commercial Feed Millers,—over one hundred of the large 150 H.P. "Aristocrat Units" have been installed in Commercial Feed Plants in the past two years.

For large production and fine uniform grinding of all free flowing grain and for the regrinding of dehydrated or sun-cured alfalfa you will find the Aristocrat Grinder your choice.

Also Mfrs. of Custom Feed Grinders

GRUENDLER

CRUSHER & PULVERIZER CO. ST. LOUIS 6, MO.

Corn Products Co. Installing

SPECIAL SWITCH TO CUT POWER in the event of a C-H-O-K-E

Reports Ray J. O'Leary, Industrial Relations Department

[Ed.: Orchids to Corn Products Refining Company and its able staff for continuously anticipating the need for safety devices to prevent damage to or even loss of its properties from both common and unusual hazards. Following preparation of this article, CPR's Lincoln Scott presented a mammoth scale-drawing before the Chicago SOGES Chapter—of which he was just elected Secretary—giving all the details.

Result: A two-hour "five-ring" round-table discussion which would have required several top-notch court reporters to "cover," plus the unanimous decision to "act now" in taking steps to individually protect all legs in every grain handling and processing plant from a fate similar to four of the past six completely destroyed plants wherein fires originated from chokes—ignition coming from belts set afire because the chokes were not discovered and the power promptly turned off....Several other approaches to this problem will be presented as they become available. If you have another idea, please send it in to us now.]

To avoid a fire entering elevator legs due to stoppage of belt by choke-up and motor pulley continuing to run —thereby burning the belt through friction—our department has suggested to all plants that a motor stopping device be installed on all elevator legs conveying dry combustible materials. The plants have concurred with this suggestion and immediate installations are being made. We feel that this installation will, in a measure, "lock the barn door BEFORE the horse is stolen."

For stopping a motor which drives the head pulley of an elevator when the belt has stopped due to a choke-up, we are installing General Electric's "Plugging Switch No. CR2962." This switch is in an oil-tight, dust-proof case approximately 5"x5"x5" in size for surface mounting, with a shaft extension ⅝" in diameter by 1¼" long.

This can be driven from an idler pulley roller, resting against the inside surface of the leg belt, possibly by a light belt similar to a sewing machine belt. As long as the shaft of this switch continues to rotate the switch remains closed, but when it stops the switch opens the control circuit of the motor starter to stop the motor.

Complete ordering directions are: General Electric Plugging Switch CR2962, switch normally open, clock-wide rotation, no lock-out coil. Range of speed 40 to 140 RPM is Form C2A. Range of speed 140 to 750 RPM is Form C2D.

[Discussion at the Chicago SOGES monthly meeting found practically unanimous preference for (1) affixing the switch-pulley as close to the head pulley as possible—to avoid a "slapping" belt from continually shutting off the power, or (2) connecting the device with the idler pulley in the boot.]

Douglas

Use TETRAFUME WEEVIL KILLER

HEATING IN STORED GRAIN

Insects "breathe"—grain "breathes"—and the combination of these actions on grain in storage results in heating. There is no question that damage by heating causes a great amount of loss every year during the normal storage period.

There is also no question about the aid in this problem that is gained by using TETRAFUME. TETRAFUME, the safe and effective fumigant, can usually eliminate the danger entirely. TETRAFUME easily cools heating grain, destroys insect life and removes musty and ground odors, thereby reducing the chances for spoilage.

In addition, of course, users of TETRAFUME have the decided advantage of safety and economy in their fumigating program.

If you haven't tried TETRAFUME, you cannot know the results that are yours for the asking.

Write Today for Complete Information

"PIONEERS OF SAFE INSECTICIDES"

Douglas Chemical and Supply Company

1324-26 West 12th St. INCORPORATED 1916 Kansas City, Missouri

BRANCH WAREHOUSES: INDIANAPOLIS, INDIANA; SPOKANE, WASHINGTON; MINNEAPOLIS, MINNESOTA; PORTLAND, OREGON.

The Importance of VARIETY in BARLEY Marketing and Utilization

By DR. JOHN H. PARKER, Director
MIDWEST BARLEY IMPROVEMENT ASSOCIATION, MILWAUKEE

Urging the building of an impeccable reputation for shipping only "Maltsters' Delight" barley, Dr. Parker first encourages acquiring the "know-how" of barley identification. With only seven varieties acceptable for malting, due to diastase variations, this top-flight authority tells of a "variety survey" undertaken, suggesting federal grade changes.

Dr. Parker's life has been devoted to the grain handling and processing interests. Obtaining his B. S. degree in Agriculture at the University of Minnesota in 1913, his M. S. in Agriculture at Cornell University in 1916, and his PhD in Agriculture at Cambridge University, England, he was associated with Cereal Investigations, Bureau of Plant Industry, USDA, from 1913 to 1917. From 1917 to 1939 he was a widely-known plant breeder at Kansas State College, Manhattan. During 1931 and 1932 he was a visiting professor of plant breeding at Cornell University.

From 1939 until 1945 Dr. Parker was director of the Kansas Wheat Improvement Association, Manhattan. Eminently qualified to assume the duties as director of the Midwest Barley Improvement Association, Milwaukee, in 1945, his work promises to place the growing, handling, and processing of malting barley on a new high plane.

THIS entire study might well be summarized in the old saying, "You cannot make a silk purse out of a sow's ear". Another terse statement which is applicable in this connection is the genetic truth that "blood tells". Soil, climate and other environmental conditions under which barley is grown also have a great influence on the yield and quality of the crop, but these conditions cannot overcome the handicap of the inherent poor quality of a variety of barley.

In our loose leaf dictionary of barley varieties are listed about 90 distinct, named varieties. This is only a partial list, but it is too long to suit the maltster and the brewer, who put UNIFORMITY high on their list of requirements.

Malting barley should have heavy test weight. The Federal Grades require that No. 1 malting barley shall weigh 47 pounds per bushel. Weight per 1000 kernels is even more significant than test weight, but, of course, that is a laboratory determination that it is not practical to make at country or terminal elevators or in the rush of daily grain inspection.

Barley for malting should be mellow—not hard or steely.

Correlation Between Barley and Diastase Content

PROTEIN is probably not as useful as an index of malting quality in barley as of baking quality in wheat, but the protein content of barley is of interest on its own account, as related to the protein in the malt and beer. There is some correlation, at least within a single variety of barley grown in a given area, between protein and diastase content of barley. Barley for making distiller's malt is wanted having higher protein and higher diastase than for brewer's malt.

Malting barley should be clean and bright—not badly stained or weathered. It should be free from scabby or blighted kernels and should not be threshed so close as to produce skinned and broken kernels.

Farmers are inclined to combine barley too early in the season before it is fully ripe, and too early in the day before it is dry. These practices may lead to high moisture content and, consequent heat damage or going out of condition in storage.

Unsuitable Varieties Ignored

OUR Federal Grades provide useful information on some of the characteristics of good malting barley, including test weight, soundness, heat damage, foreign material and broken kernels, but they do not fully protect the buyer as to unsuitable varieties. The official grain standards for malting barley provide that this sub-class shall include 6-rowed barley which contains not more than 5% of 2-rowed and/or other types or varieties of barley of unsuitable malting type such as Trebi and Black.

The term "varieties of unsuitable malting type" needs to be defined and extended to include not only Trebi and Black barley, but such poor quality varieties as Ezond and Tregal (sons of Trebi), Plush (frayed kernels), Glacier, Titan, Mars (small kernels

and low diastase), Stavropol, Flynn, Beecher, and Vaughn, (as grown in Kansas and eastern Colorado).

The Canadian grades for barley, as revised on August 1, 1945, give primary emphasis to VARIETY and provide that No. 1 and No. 2 Canadian Western Six Row barley shall contain a minimum of 90% of O.A.C. 21, Mensury, Olli, Manchurian and Montcalm. No. 3 C.W. Six Row barley may include the varieties Gartons and Peatland, in addition to those named above.

Two new commercial grades of barley were established. These are No. 2 and No. 3 Canadian Western Yellow. No. 2 C.W. Yellow barley may contain the varieties "Wis. 38", Prospect, Nemal, and Regal. No. 3 C.W. Yellow may contain Glacier and Plush, in addition to these varieties. All varieties are eligible for feed grades.

Only Seven Acceptable Varieties

THE Board of Directors of the Midwest Barley Improvement Association, after careful study and consideration, have listed only seven varieties of barley in the seven midwest states of Illinois, Iowa, Michigan, Minnesota, North Dakota, South Dakota and Wisconsin, as being acceptable for malting. These seven varieties are: Manchuria, Odessa, Oberbrucker, Wis. 38, L-Kindred, O.A.C. 21 and Bay. This is a relatively short list, but it includes all the varieties now known to be well adapted to this area and which have the desired malting characteristics.

Grain elevator managers and superintendents can profit themselves, their companies and farmers whom they serve by taking steps to encourage the production of one or a few of these approved varieties of malting barley in a given territory. Mixtures of 2-row and 6-row barley are especially objectionable to maltsters and to the brewers who buy the malt.

Mixtures of Trebi are almost as bad because of the very poor malting quality of this variety. Tregal barley grown in central and western North Dakota should not be mixed with Manchuria, Wis. 38, L-Kindred or other good malting barley grown in eastern North Dakota. Mars, a new variety with small kernels and low diastase, should not be mixed with varieties of good malting quality, in Minnesota. In Kansas, winter barley should not be mixed with spring barley, or with wheat.

Variety Survey Coming

BARLEY variety surveys will be made in three states this crop year by the U. S. Department of Agriculture, for the first time. Wheat variety surveys have been made by the government for many years and have been very useful to the grain trade and to millers. Barley variety surveys to be made this year in North Dakota, South Dakota and Wisconsin should be equally useful to grain dealers, maltsters and brewers who want to select and purchase their raw materials, barley and malt on a quality-variety basis.

An elevator, or line of elevators, whether operated by a corporation or a coöperative, should build up a reputation for uniformity and high quality of barley. This reputation once established should be kept, like Caesar's wife, above suspicion.

The following statement is from a letter recently received from the Superintendent of Elevators of a large malting company, "There should be a definite discouragement to the country elevator's and terminal elevator's mixing habit, one of the main curses to the maltster, who thus receives ununiform malting types and varieties of barley."

Some farmers and country elevator operators have followed the rather "sharp" practice of trucking "hard" barley from one area to an elevator in "mellow" malting barley territory, mixing these lots and "unloading" it, for a time, at least, on some unsuspecting grain dealer at a terminal market or on a maltster. Such operations do not pay in the long run and should not be followed to reap a short time profit.

Since our federal grades, as presently followed, do not protect the maltster against poor quality varieties of barley, except for Trebi, it is incumbent on barley buyers to learn to identify varieties by means of kernel characteristics. That this can be done in this country is proven by the fact that it is being done in Canada.

Illustrated Bulletin Available

E. S. LUDLAM, chief grain inspector and C. H. Owen, grain inspector, of the Inspection Branch, Board of Grain Commissioners for Canada, Winnipeg, recently published an illustrated bulletin on the "Identification of Barley Varieties by Kernel Characters." These men, and grain inspectors at other important grain inspection points in Canada, have learned the kernel characters of important barley varieties well enough to use this method in daily grain inspection practice. If they can do it, we can learn to do it!

Further evidence and encouragement is offered by recent experience in the "Identification of Wheat Varieties in Kernel Analysis Schools" as reported by L. P. Reitz of Kansas State College in the April (1946) issue of the "Journal of the American Society of Agronomy":

> *"The need arose because certain new wheat varieties grown on a part of the acreage in this area are not equally suited to the purposes traditionally assigned to the market classes of hard red and soft red winter wheat.*



EXPERIENCE
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MACHINERY AND EQUIPMENT

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"The beginners' school consisted of a 5-day training period. This school was repeated three times, serving a total enrollment of 123, who came from nine states, and included millers, grain dealers, and grain inspectors.

"An advanced 3-day school was offered once, with an opportunity given those who had attended one of the beginners' schools to return for more training. Enrollment in the advanced school was 49 and included people from six states.

"In examinations, identification of 90% of the pure samples was considered good, although the superior students made better marks than this. In mixtures containing group D (two poor quality varieties), a beginners' class averaged 71.5% kernels correctly identified as belonging to group D.

"Those enrolled in the advanced class were tested in a similar manner. The corresponding percentage for this class was kernels correctly identified as group D—79.8%. These were class averages. Individual students did much better and, of course, others were less accurate.

"Some use of kernel analysis has been made in the disposal of the 1944 and 1945 crops of winter wheat grown in the Southwest. At least two large milling concerns have conducted formal schools and several other companies have given informal instruction to their employees. This appears to have aided processors in diverting varieties into proper use-channels."

I hope that I have interested you in the opportunity that exists for members of the Society of Grain Elevator Superintendents and Processors to take the lead in handling and marketing malting barley on the basis of high quality VARIETIES, resulting in greater profits to your employers and to the farmers you serve and in the delivery of much more uniform and better quality raw material to the malting and brewing industries.

MORE BARLEY EXPECTED

According to Dr. John Parker, director of the Midwest Barley Improvement Association, five of the seven mid-western barley producing states, North Dakota, Minnesota, Wisconsin, South Dakota and Iowa anticipate a greater barley harvest. Along with Illinois and Michigan, these five states are expected to produce 118,541,000 bushels of barley this year as compared with the 109,056,000 bushels in 1946.

GRAIN CARLOADING AHEAD

Despite the evident boxcar shortage handicap, carloadings for the 4 weeks of June showed an increase over the figures for previous years:

	1947	1946	1945
June 7	45,064	43,176	53,011
June 14	48,811	45,538	52,921
June 21	51,260	45,326	56,873
June 28	55,258	48,382	62,385
26 wks. (000 omitted)	1,286	1,168	1,243

For comparison, cumulative figures for carloadings show that 1947 loadings are 10.1 per cent over 1946 and ahead of 1945 loadings by 3.4 per cent. Loadings for a like period in 1944 were 1,209,000 and 1,231,000 for 1943.

SUGGESTS GOVERNMENT PENALIZE CONTAMINATED GRAINS

Included in the report on insect infestation of the research committee of the Association of Operative Millers at the annual meeting in Minneapolis, presented by Roy K. Durham, director of the technical service department of the Millers National Federation was the following paragraph from the text:

"It is quite generally agreed that insect infestation in wheat originates at some stage of wheat handling before it reaches the mill elevator. This committee recognized that millers will always be faced with insect contamination problems unless the federal government takes steps to severely penalize insect and rodent contaminated grain. The farmer, the country elevator operator, the railroad and the terminal elevator operator should be just as strictly policed as the cereal miller."

The report also suggested that since the present conventional elevators and boots are very unsatisfactory from the standpoint of insect infestation and corrosion, it is highly desirable that intensive research be conducted to find more satisfactory methods for elevation and conveying mill stocks.

The committee recommended the following for the improvement of existing equipment: (1) Self-adjusting round-bottom elevator boots. (2) Noncorrosive materials for elevator legs and boots. (3) Elimination of sweating inside elevator legs and boots. (4) Development of insect repellent belting. (5) Development of self-cleaning, non-corrosive cups with increased carrying load and with a more sanitary design. (6) More efficient sealing around the elevator head shaft. (7) Elevator boots placed at least six inches above the floor.

ELEVATOR FIRE CONTROL

H. M. Lehr, Lincoln (Neb.) field representative of Grain Dealers National Mutual Fire Insurance Co., Indianapolis, Ind., speaking at the 19th annual meeting of the Northwest Fire School in Minneapolis, warned that grain plant fires threaten destruction of a large part of the anticipated bumper crops this year and urged special preparation for prevention and control.

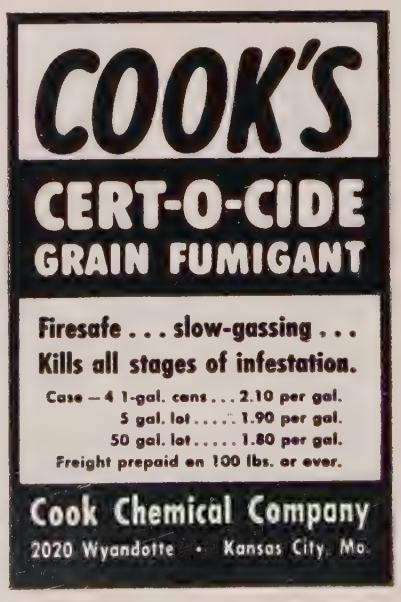
Most of the fires, Lehr said, were due to carelessness and negligence. He blamed management for overloading grain handling machinery, thus overheating the electric motors and driving belts, causing many of the blazes.

He recommended that the fire department be notified immedately regardless of how small a fire; that watchmen be posted after any plant fire for at least 24 hours and that operators help the fire departments make advance plans on how to combat grain plant fires within their area.

KANSAS SEED CLEANER FLEET

The establishment of a fleet of 13 seed cleaners for service throughout Kansas has been announced by the Kansas Wheat Improvement Association. The fleet of cleaners was made possible by the co-operation of more than 20 mill, bakery and elevator operators and was fostered primarily by Paul Uhlmann, president of the Uhlmann Grain Co., Kansas City, Mo.

ERGOTY RYE SCREENINGS
Send us a representative sample of your ergoty rye screenings for an arbitration and offer.
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FIRE LOSS FIGURES RIGHT?

We note in the April issue of GRAIN that 19 fires and explosions in grain handling and processing terminals and sub-terminals accounted for over $13,000,000 loss during 1946 —which, you say, is but 20% to 30% of the total fire and explosion loss for the year. Just how many plants are stricken by fire and explosions each year?—R. L. D.

Answer: Approximately 3,100 grain elevators and flour mills alone suffer some degree of fire and/or explosion loss each year, to which must be added the feed, cereal, soybean, corn refining, malting and other processing plant losses. Attention is further directed to the short fire and explosion loss reports appearing on the same pages with the feature article reporting the $13,000,000 loss in the April number, which totaled $1,225,000 with two losses unknown. To top off the total annual loss, only an insignificant factor has been added for fires and explosions that never get into print.

Compared with the total U. S. fire loss last year of $600,000,000, to say nothing of the 10,500 lives lost, the fire and explosion loss of the grain handling and processing industry looms away out of proportion. With the $13,000,000 loss figure reported representing merely what the National Fire Protection Association received from a relatively few supporting stock fire insurance companies, a total loss figure for the industry of $52,000,000 to $65,000,000 is, we're told, on the conservative side.

More important than the appalling fire loss figures is the desirability of starting from scratch on training every employee in fire protection and fire fighting, for surely no industry can long stand such terrific losses and still function well as an integral economic factor.

KATY ELEVATOR SOLD

Flour Mills of America, Inc., has contracted to purchase the 3,300,000 bushel grain elevator of the Missouri-Kansas-Texas Railroad in Kansas City, Kans., which has been operated by the Uhlmann Grain Co., since it was built in 1922. With the acquisition of the Katy elevator, one of the largest in the Kansas City area, Flour Mills of America, Inc., will have a total elevator capacity of 12,239,000 bushels.

Driving Philosophy

A man visiting a certain household for the first time found his host was the father of three wild children.

One child was busy ripping the upholstery out of a brand-new divan. A second lad was driving nails into an expensive table, and the third was swinging gaily from a chandelier.

The bewildered guest eyed the youngster who was driving nails into the furniture. He turned to his host.

"I say, don't you find it rather expensive to let your children play like that?"

"Not at all," he replied cheerfully. "I get the nails wholesale."

He's so polite that when he writes notes to remind himself to do something he always begins them with "Please."—Phoenix Flame.

CUSTOMERS PREFER CLOTH BAGS

A customer survey has just been concluded by the Textile Bag Manufacturers Ass'n. Among findings set forth favoring cloth bags are the following: that (1) 94.1% prefer them, (2) 90% consider them most economical, all factors considered, (3) 89% thought them easier to handle by one or more men, (4) 93% said breakage was reduced, (5) 100% mentioned valuable uses for them in plant operation, (6) 95% claimed flour aged faster in them, thus cutting down storage time and inventory investment, (7) 67% thought them cleaner and more sanitary, (8) 100% mentioned their unique stacking qualities, permitting highest stacking without fear of breakage in lower tiers or shifting of bags, (9) 100% found them 5-to-15 times more valuable for resale, (10) grain bags are returned for re-use an average of 35 to 60 times, cotton bags 3 to 5 times, and burlap 5 to 8 times, (11) avoiding breakage cuts waste, (12) less storage space required, (13) storable in odd-shaped places, (14) workers prefer their easier handling due to soft, pliable sides and surfaces, (15) unloading time is cut more than in half, (16) they can be packed and bundled for shipment quickly, and (17) they are resistant to tears, punctures, snags and rips.

A complete copy of the study is available for those interested through the association, whose address is 100 N. La Salle St., Chicago 2.

It requires about 400,000 pounds of paint to cover one battleship. No wonder the wagon of war is called "she."—Phoenix Flame.

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Dust Tight equipment in stock for immediate shipment. Motors and Control for rent in emergency.

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Feed Producers Discuss Distillers' Feeds

Exchanging ideas and information on distillers feeds at Cincinnati recently were representatives of the feed manufacturing industry, distilling industry technologists, government research scientists, and farm co-operatives. Arranged by the Distillers Feed Research Council, above is pictured, left to right, DFRC's Research Director, Dr. Philip J. Schaible; Dr. C. D. Caskey, Director of Research, Southern States Co-operative, Baltimore; Walter Berger, President, American Feed Manufacturers' Ass'n., Chicago; P. A. Campbell, Eastern States Farmers Exchange, West Springfield, Mass., and Lyman Peck, Chicago feed consultant.

GETTING ALONG BETTER

At Your Plant

THE National Industrial Conference Board thought well enough of a pamphlet prepared and distributed recently by the Massachusetts Society for Mental Hygiene to quote liberally from it in one of its publications. Perhaps we can profit by re-quoting a few of these precepts:

Have Respect For Your Job

Every honest job is worth doing and if you are suited for the work you are doing you should have respect for yourself for doing your work well. Fame and positions of prominence do not in themselves bring happiness and contentment. Many of the most famous people have been just as unhappy as the average person.

You Shouldn't Feel Inferior

The term "inferiority complex" has been overworked. All of us are comparatively inferior and comparatively superior in various ways. Everyone, unless he is very abnormal, has felt inferior sometime in some situations. Give yourself credit for your good points and don't concentrate on your weaknesses *unless* you do so constructively, to correct them if possible.

Don't Feel Sorry For Yourself

"Why did this have to happen to me?" or "Why do I always get the tough breaks?" or "Nobody has ever suffered so much as I" reveal attitudes of self-absorption. Knowing that countless others have suffered just as much as or more than we have should help us to bear our pains and burdens without self-pity. If it doesn't, it means that there is in us a fundamental selfishness that obscures our vision.

Don't Be Possessive

The tendency to control other people and to get them to do as we want is usually based on a desire for self-importance or springs from insecurity within ourselves, or is just plain selfishness. Too frequently mothers tie their children to them so that ability to establish healthy independence may be killed forever. Parents don't own their children. Their first desire should be to instill into the children a spirit that will make for independence in thinking and in action. Also husbands and wives should not want to control each other. An occasional vacation from each other often results in the marriage running more smoothly.

You Too Can Be Wrong

Self-protection is one of our deepest and most strongly fortified tendencies. In any disagreement with others we should think of *what* rather than *who* is right. Even in telling *our* best friends of some trouble we have had with another person, we are inclined to make out the better case for ourselves and we want our friends to agree with us. The statement, "I was wrong", has not yet become hackneyed from overuse.

Wealth No Road to Happiness

This is a concept which is difficult to accept as being true. Most of us place great—too great—importance on material values. The world-wide distribution of wealth is justifiable, but the world will still have troubles long after this problem may have social struggle for a more equitable been settled. Of course we all should have enough money so that we don't live in fear of starvation, the poorhouse, or dependence on our families, and so that we may have some luxuries; but the desire for money too frequently ties in with personal gain which has no relation to the welfare of people generally.

Put Effort Into Your Entertainment

Movies, the stage, night clubs, and parties can be and often are excellent and healthful diversions and stimulations. Some people don't have enough of them; but the well-balanced individual will have some interests or hobbies into which he himself has to put some effort. We should be able to be alone without feeling unhappy or restless. Dependence on entertainment which requires nothing from us except appreciation and acceptance makes us less and less able to entertain ourselves.

If the best man's faults were written on his forehead—he would wear his hat down over his ears.

FIRMS that spend money to build good will are less likely to do anything that might nullify the effect of their advertising than firms making no such investment. It will pay readers to trade with GRAIN advertisers.

TOLERANCE

The most lovable quality that any human being can possess is TOLERANCE.

Tolerance is the vision that enables one to see things from another's viewpoint. It is the generosity that concedes to others the right to their own opinions and their own peculiarities. It is the bigness that enables us to let people be happy in their own way instead of our way.—Rotarian.

OVER 500 ITEMS

in SEEDBURO

CATALOG AND REFERENCE BOOK

. . . Grain grading and testing equipment well known and widely used in the grain business — thermometers, scales, bag trucks, inter-communication systems, fire extinguishers, and many other products. All are built of the finest materials . . . meeting Government specifications where they have been established, rigidly inspected and fully quaranteed.

Also included in this catalog is information on how to grade grain . . . sampling . . . preparing samples for testing and analysis . . . mechanical grading tests, and other valuable information.

726 Converse Building, Chicago 6, Illinois

SEEDBURO EQUIPMENT COMPANY

Frank Notes—

• It seems that this month American economy d o n n e d new inflationary guise, as shown by the price increases for coal. The grain market also told the story plainly when wheat futures surged ahead, getting additional impetus from reports that the government has raised its price for southwestern wheat for export. Virtually ignored was the government's forecast of a huge wheat crop.

• The wealth of proteins in distillery "slop," the waste liquid remaining when the sugars have been extracted from the grain, customarily dumped by the distilleries, is now being used for economical animal feeds by a new spray drying process. Developed by the Whiting Corp., Harvey, Ill., a spray dryer forces the liquid through small nozzles at intense pressure and high heat, thus producing a powder from the liquid.

• The severe competition between the grain shippers attempting to fulfull the government's mounting export program and the eastern industrial interests for railroad freight cars this fall may prompt the carriers to seek court action against federal decrees that require a steady flow of boxcars westward.

• There is still some optimism among boxcar manufacturers that the goal of 10,000 cars a m o n t h may be reached in September. The current backlog of railroad orders on cars totals 100,000; production has not kept pace with cars retired from service.

• Despite the fact that more wheat is being shipped in less cars than ever before, about 450 southwestern grain elevators have been forced to shut down as a result of boxcar shortage. Most of the closed houses are in Kansas and Oklahoma.

• One of the things that producers, feeders, and handlers are worrying about now in regard to the tardy corn crop is whether it has a chance of evading an early frost. Iowa, for instance, may mathematically chance 500 to 1000 per cent as great a corn crop loss as during an average season.

• By signing into law the extension of export-import controls, President Truman maintains the government as the dominating factor in the nation's commodity markets. Purchase of 500 million bushels of American grain for Europe's h u n g r y, even if wisely timed, will not make for a stable grain market.

• In Paris, the international food conference is being held without Argentina and Russia, two of the world's greatest grain exporters. Argentina, demanding too high a price for wheat, is sitting on its grain surplus. Russia, with a bumper wheat crop, seems determined to set its price on a political rather than a monetary basis.

• Although the custom combine force now operating in the peak of the southern great plains wheat harvest is 1500 machines larger than ever before, state farm labor supervisors in Texas and Oklahoma reported a shortage of 400 custom outfits; Kansas had 1500 unfilled orders and other states were beginning to ask for help.

• America's GREATEST industrial group? Farming. One-fifth of our population, 26,000,000 people, make the automotive and steel industries small in comparison.

• A recently-developed use for the electric eye, that of fire detection, may be less amazing to observe but no less spectacular in results. Underwriters' Laboratories, Inc., has just completed a series of tests which demonstrated the effectiveness of the electric eye in automatically detecting a fire by the presence of smoke. The method of automatic fire detection now in use discovers fire through the presence of heat.

• An authentic replica of a midwestern grain elevator was constructed on a studio stage for Paramount's drama of wheat harvesting. The movie production, "Wild Harvest," features Alan Ladd, Dorothy Lamour and Robert Preston.

Ever wish you were Aladdin?



You remember him . . .

He was the lucky fellow who found a magic lamp. It gave him everything he wished for—from diamond-crusted palaces to a sultan's daughter as his bride.

You've probably wished a lot of times for a miracle like this to happen to you.

Maybe not for out-of-this-world treasures, but for something that will take care of the things that are bound to come up. Like medical expenses, or college for the kids.

Or maybe just for the nice, safe feeling it gives you to have some extra money put aside for the future.

Though no magic is involved, there is a way to give you this security. The Payroll Savings Plan. Or, if you're not eligible for the Payroll Plan but have a checking account, the new Bond-a-Month Plan.

Either way, it's almost unbelievable how quickly your money accumulates.

Where else can you get such a *safe*, generous return on your money ($4 for every $3)? It's so simple—so easy, you hardly miss the money that you're saving.

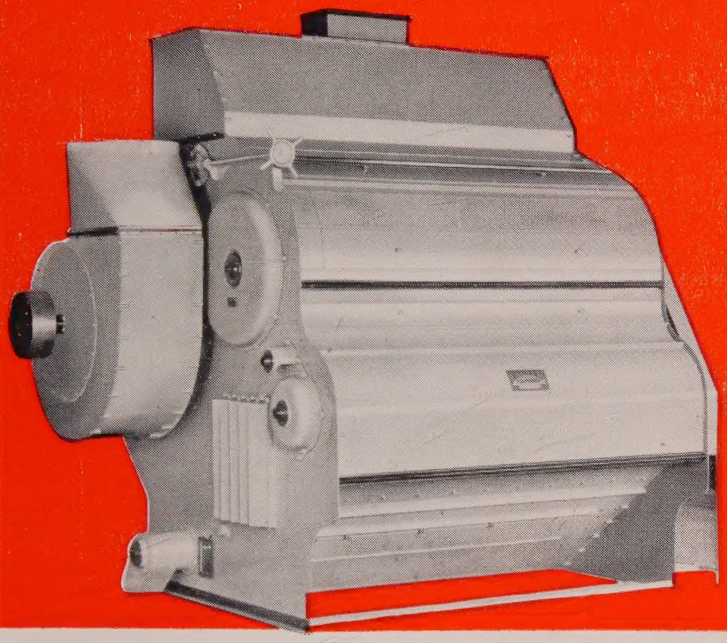
And don't forget—at the same time, you're *making more!*

Next to a magic lamp, there's no better way than this to make sure your future is secure.

Save the easy, automatic way . . . with U.S. Savings Bonds

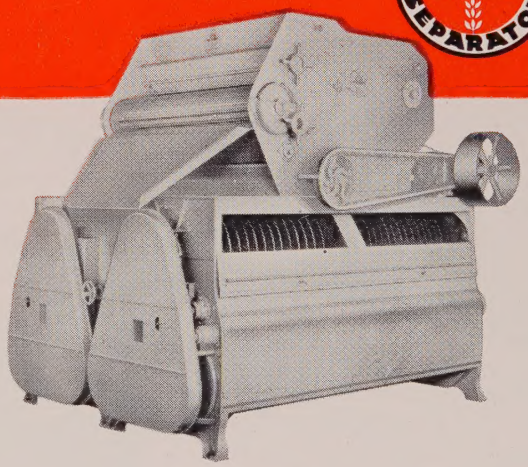
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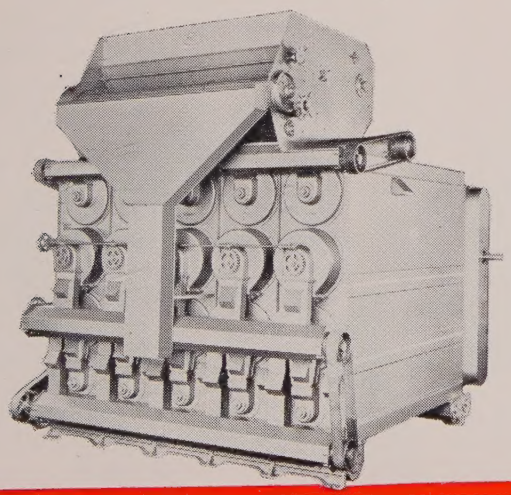
Three giant-capacity machines for accurate, economical grain cleaning

CARTER DISC-CYLINDER SEPARATOR



THE CARTER SCALPERATOR

A large capacity receiving machine tailor-made for terminal elevators. The Carter Scalperator is designed to rought scalp any kind of grain without change of screens or other equipment, and to aspirate the grain as it goes to storage. The Scalperator is also in wide use for cooling grain following the dryer or as grain is turned. Available in either open or closed circuit models. Operates economically with no loss of good grain. All-steel, all-enclosed for maximum sanitation.



THE 2564 CARTER DISC-CYLINDER SEPARATOR

This compact machine offers maximum bushel capacity per square foot of floor space occupied. Carter Discs guarantee exactness in length separations while Hart Uni-flow cylinders provide flexibility. Capacity and thorough cleaning unmatched by any other unit of comparable size.

THE 45 HART UNI-FLOW SEPARATOR

Developed to meet super capacity requirements of terminal elevators. Cleans efficiently and thoroughly up to 2,000 bushels or more per hour. The top machine wherever all-cylinder grain cleaning is favored. Easy to control, simple to operate. Contains scalping and aspirating unit.

HART-CARTER CO. 670 NINETEENTH AVE., N. E. MINNEAPOLIS 13 MINN.

TWO MORE STATES VOTE ON ENRICHMENT

A bill requiring the enrichment of white bread and flour is being prepared for legislation in Colorado, while the Oklahoma state senate has already passed a bill for enrichment in that state. To date, 19 states have made enrichment mandatory.

ELEVATOR A NUISANCE

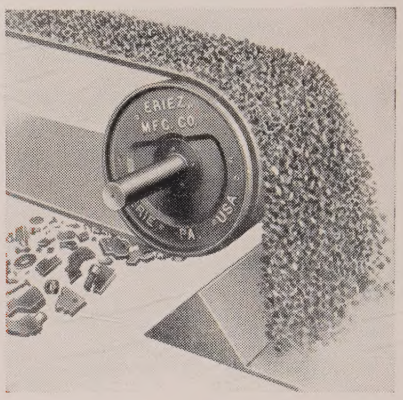
Unless the blowing of dust, chaff, husks and drier refuse is immediately halted, read a notice from the city council to an Ohio elevator operator, the company officials would face charges of maintaining a nuisance and the state fire marshall notified.

CATALOG AND REFERENCE BOOK

Off the press and available for immediate distribution is the 1947 Seedburo Catalog and Reference Book issued by Seedburo Equipment Co., 618 W. Jackson Blvd., Chicago, Ill. Specialty supplies and equipment for the grain, seed, feed mill and processing industry are shown and many new items have been added. It is also a valuable reference book on how to grade and test grain.

PERMANENT NON-ELECTRIC PULLEY

The first completely self-energized magnetic pulley requiring no electric current to generate a magnetic field is now being commercially produced by the Eriez Manufacturing Co., Erie, Pa. The pulley is adaptable to all grain handling applications requiring automatic separation of magnetic from non-magnetic materials conveyed on a belt.



These non-electric pulleys eliminate the hazard of dust explosions caused by tramp iron sparks. The unit will work effectively through belts of rubber, canvas, leather or any other non-magnetic material, thereby performing automatic separation.—Bulletin 501-A.

INDUSTRIAL EXHAUSTERS

Bulletin 471 issued by the Day Co., Minneapolis, Minn., describes their industrial exhausters. Features of the Day exhausters and data on condensed performance tables as well as fan drive arrangements are illustrated. Dimensions of the "G" type exhausters are given.

DAMPPROOFING COMPOUND

A new booklet describing the process of weatherproofing leaky basements, from the inside against hydrostatic pressure, has been announced by the Ranetite Mfg. Co., St. Louis, Mo. The preparation is guaranteed to make leaky bins, pits, etc., bone dry.

PERMANENT MAGNETIC SEPARATOR

Bulletin M-3 of the Bauer Bros. Co., Springfield, Ohio, illustrates and describes Triple-Air-Gap and Single-Air-Gap magnetic separators for spouts and chutes, and portable magnetic separators for conveyor belts. High intensity magnets attract tramp iron and ferrous particles from free-flowing grain. Bauer separators meet requirements of Mill Mutual and NFPA codes, and are available in a wide range of sizes.





Weevil-Cide SPLITTERS

HULL DOWN

"When we were first married you used to say I had a figure like a trim, beautiful ship."

"Yeah, but honey, your cargo has shifted."

* * *

RENT CONTROL

WANT AD: Room to rent; with marriage certificate, $3.50 per week; without, $5.00.

* * *

ADMISSION

With a loud report the tire blew out and the car skidded into the ditch. The driver was borne unconscious to the nearby house of a veterinarian.

As the victim came to, he asked, "Can you fix me up, Doc?"

"I'm afraid I can't do anything for you, my friend," was the answer. "You see, I'm a veterinary doctor."

"Hell, don't let that stop you," said the victim. "I'm a jackass to think I could go 60 miles an hour on those tires."

* * *

BY THE NUMBERS

Dentist: "Which tooth do you want extracted?"

Pullman porter: "L o w a h seben, suh."

* * *

THANKFUL

First voter: "Well, what do you think of the two candidates for mayor?"

Second voter: "After looking at their pictures, it's some consolation that only one of them can be elected."

SOME OTHER TIME

The movie was crowded and the young couple had had to take separate seats. But the girl was trying to remedy the situation. Noticing a mild-appearing little man seated next to her, it occurred to her he might be persuaded to trade seats with her boy friend.

So she leaned over and whispered, "Pardon me, are you alone?" No answer. Once more she repeated the question—a little louder.

At that the little man stirred slightly and, still keeping his eyes on the screen, murmured between clenched teeth: "Hell's fire! Not so loud—my whole family's sittin' over here."

* * *

Z-Z-Z-Z-Z

A snore is an unfavorable report from headquarters.

* * *

DOUBLY WRONGED

"I can't make it tonight, honey," he phoned. "Do you mind very much?"

"Mind!" she sobbed, "you not only have broken my heart, but you've spoiled my entire evening."

* * *

SQUEEZED

George: "Well, I started out to find the opening the world offered me."

Hal: "And you found it?"

George: "Yeah. You might say I got wedged in it."

* * *

UNGALLANT REMINDER

A middle-aged couple were crossing a street after a heavy rain. The gutter was a roaring torrent. The husband jumped over successfully, then turned to watch the missus who made an awkward takeoff and plunked into about four inches of water.

"You used to carry me across the street," she said bitterly. "You were more gallant when I was a girl."

"Yes," said her husband, "and you were more buoyant when I was a boy."

TIT-TAT-TOE

Bank teller (looking at circle on the back of check): "What's the idea, Mandy? Why didn't you make an 'X' as usual?"

Mandy: "'Cause Ah done got married yestaday and c h a n g e d mah name."

* * *

FORBIDDEN FRUIT

"Can you drive with one hand?" she asked.

"Certainly," he said—a thrill running through him.

"Then have an apple," she said.

* * *

TAX SUIT

Wife: "This suit of yours is pretty shabby, dear. Shall I give it away?"

Husband: "Good gosh, no! That's the suit I wear when I go to protest my taxes."

* * *

GOOD EYESIGHT

The astronomy class was observing the night sky through a telescope. "Is that Venus?" asked the sweet young thing.

"No, that is Jupiter," replied the professor.

"How clever," said the sweet young thing, "to be able to distinguish the sex at this great distance."

* * *

SUGGESTION

The men in the nudist colony were all giving the eye to a shapely new arrival. One man said, "Saaayyy! I bet she'd look great in a sweater!"

* * *

SENSE OF VALUES

Judge: "I notice that in addition to stealing this money, you took a lot of valuable jewelry."

Prisoner: "Yes, your honor. You see I was always taught that money alone does not bring happiness."



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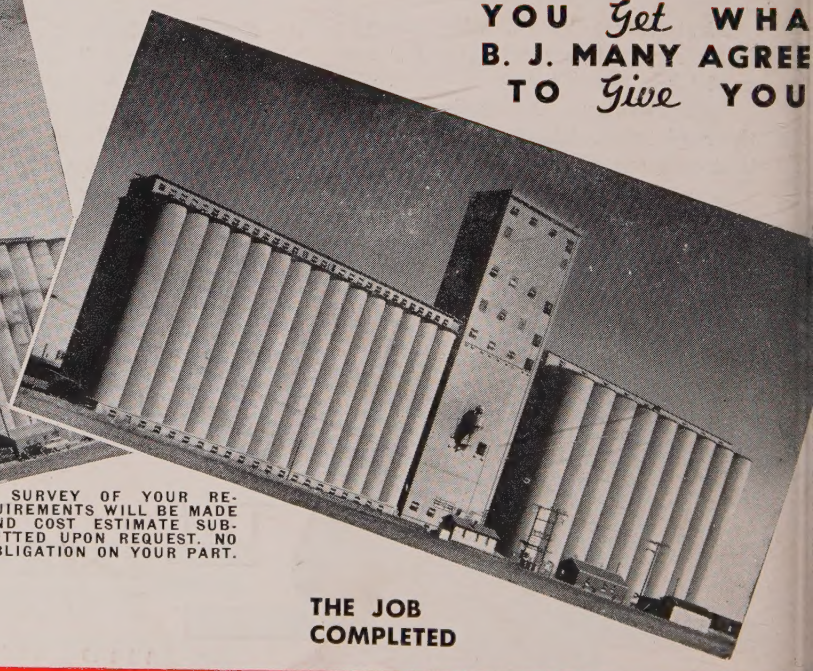
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